61.70/2:49/982

EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Promotion Division, FAS, (202) 447-7103.

ISSUE NO# 49, 1982

1916 Sugar substitutes (W. Germany). Desires sugar substitutes, e.g., fructose, etc. Packaging: bulk. Quotations CIF European ports. Other requirements: background info: German firm was established 1890, employs 77, and is capitalized at DM 10 million. Seeking initial contact with U.S. firms. Bank ref: Landeszentralbank, Hauptstr. 1, 4600 Dortmund. CONTACT: Mr. Abel, Peter Rehme GMBH & Co., Toellnerstr. 9-11, 4600 Dortmund, W. Germany. Phone: 231-54010.

1917 Food products (W. Germany). Looking for suppliers of canned fruits and vegetables; canned meat and fish; honey and jam in jars; cereals. Consumer packaging. Quotations CIF European port. Firm was established in 1965; supplies supermarket chains and department stores throughout W. Germany. Bank ref: Koelner Bank von 1867 e.G., Christophstr. 33-37, 5000 Koeln 1. CONTACT: Franz-Josef Vogel, MERKURIA Handelsgesellschaft mbH, P.O. Box 410652, Weyertal 127, 5000 Koeln 41, W. Germany. Phone: 221-414498.

1918 Frozen & fast foods (W. Germany). In the market for frozen fruits and vegetables; fast foods. Packaging: institutional. Quotations CIF European port. Subject firm is one of the leading catering companies in Germany. Established 1958, employs 6. Bank ref: Deutsche Bank AG, Am Thietor 10, 4440 Rheine/Westf. CONTACT: Mr. Scholz, Apetito Karl Duesterbert GMBH & Co. KG, P.O. Box 320, Sandkampstr. 142-148, 4440 Rheine/Westf. W. Germany. Phone: 5971-7991

1919 Canned fruits & vegetables, canned meat & fish, honey and jam, cereals (W. Germany). Looking for suppliers of canned fruits and vegetables; canned meat and fish; honey and jam in jars; cereals. Consumer packaging. Quotations CIF European port. Firm was established in 1956; supplies supermarket chains and retail stores throughout No. Westfalia. Bank ref: Sal. Oppenheim & Cie. Bank, Unter Sachsenhausen 4, 5000 Koeln 1. CONTACT: H. Vogel, Hans H. Vogel, Mannsfelder STr. 30-32, 5000 Koeln 51, W. Germany. Phone: 221-371037.

1920 Flavors, spices, vitamins (Zimbabwe). One of largest food processing concerns in Zimbabwe needs monthly shipments of (approx. dols) 24,000 for flavors, 13,000 for spices & 1,300 for vitamins. Flavors & essences include: carob powder, banana, pineapple, chicken, fish, cheese, spearmint,

Issued weekly by the Export Promotion Division, Foreign Agricultural Service, U.S. Department of Agriculture, Room 4945 South Building, Washington, D.C. 20250.

butterscotch, salt, vinegar, tomato sauce flavor. Garlic essence, peppermint oil, anis seed oil & egg albumen. Spices include bayleaves, cinnamon, cloves, cumin, garlic, grown ginger, mace, MSG, mustard, nutmeg, pimento, black and white pepper, paprika, and others. CONTACT: P. Winkler, Materials Mgr., Willards Food Corp. PVT. Ltd., P.O. Box 1813, Harare, Zimbabwe. TELEX: 67741 ZW. Cable: WILFOOD. Phone: 67741.

1921 Hatching eggs (Jordan). Interested in importing approximately one million hatching eggs per week via air freight. Prospective vendors should telex with full details, and price on C&F Amman airport basis please telex Embassy Commerical office (21510 USEMB JO) also to advise of interest. CONTACT: Yazid Abu Jaber, Managing. Partner, Bendar Trading & Equipment Co., P.O. Box 9012, Amman, Jordan. TELEX: 21981 UNITED JO. Phone: 667638.

1922 Lecithin (Spain). In the market for lecithin. Quantities open. Firm founded 1970. Employs 130. Mfr. parenteral solutions, disposable items, etc. Marketing territory covers all of Spain. Represents American Hospital Supply Corp of Evanston, Ill. Quote CIF. Bank ref: Banco Hispano Americano, San Sebastian De Los Reyes. CONTACT: Rafael Cuadrillero, Dir., Baxter Iberica, S.A., Carretera Irun, KM 19, 300, San Sebastian De Los Reyes (Madrid), Spain. TELEX: 23735 FEBSA. Phone: 91/6527100. Cable: BONECO.

1923 Corn, equipment (Nigeria). Looking for suppliers of corn for poultry feeds, livestock feed mills, decorticating machine for peanuts, seed planters, cereal threshers, seed cleaning & drying machines. Firm estab in 1981 & employs 9 persons. Firm is engaged in agro-based activities & marketing production of agro-related input. Firm is said to have sound financial standing & that mgr. dir is seasoned man of repute & high integrity. Embassy would recommend doing business on secured basis until confidence is estab. CONTACT: I.E. Umezie, Resident Partner, Chart-Hisea Limited, Wetheral Road, P.O. Box 736, Owerri, Imo State, Nigeria. Phone: 230795. Cable: HINT OWERRI.

1924 Vegetable oils (Oman). Crude corn oil and crude soybean oil needed. Firm has opened new plant to produce vegetable oils, fats, for the local market. The $5.2 million facility has capacity of 9,000 mt. Firm is seeking the following quantities in bulk for shipment in Dec. 1982 - Jan. 1983: soybean oil- 250 mt neutralized, degummed, and dewaxed; corn oil: 250 mt neutralized, degummed, dewaxed, and fully winterized. Interested U.S. suppliers are urged to make contact ASAP with C&F Muscat quotes. CONTACT: V. S. Tyagi, Comm. Mgr., Areej Veg. oils & Derivatives LLC, P.O. Box 6063, Ruwi, Sultanate of Oman. TELEX: 3230 LUJAINA MB. Phone: 703 777.

1925 Instant coffee (Japan). Wants freeze-dried coffee, 10 container loads, specific information required. Packed in glass containers, 250 - 280 grams per container. Immediate delivery by surface shipment to Republic of Korea. Quotations C&F Pusan. Bank ref: Mitsubishi Bank, Hiroo Branch, Tokyo. CONTACT: Eiji Kasai, Gen. Manager, Jonan Shoji Co., Ltd., c/o Odakyu-Minamiaoyama Bldg., 7-8-1, Minaminaoyama, Minato-Ku, Tokyo, Japan. Telex: 02423783 SJONAN J. Cable: JONANSHOJI, Tokyo. Phone: 498-0631/0617.

1926 Turkey breasts (Chile). Wants frozen turkey breasts, 1,500 kilograms monthly, Top USDA grade. Prefers packing weight not to exceed 10 kilograms.

Delivery ASAP. Turkey breasts to be used on airlines. Quotes CIF Valparaiso. Bank ref: Banco O'Higgins, Bandera 201, Santiago. CONTACT: Jaime Toro, Marriot Chile S.A., Casilla 14469, Chile. Telex: 440080 MARRI CZ. Phone: 719016.

1927 D-Alpha-Tocopherol (Japan). Wants D-Alpha-Tocopherol, 1,000,000 units. Product must be of natural origin and standard size, in capsules - I.U. 100 per capsule. Immediate delivery by air shipment. Quotations FOB. Bank ref: Chiba Bank, Yachiyodai Branch, Chiba. CONTACT: Shiro Yamada, President, Mika & Co., Ltd., 7-5-13, Yachiyodai-Nishi, Yachiyo-Shi, Chiba-Ken, Japan. Cable: MIKAHEALTH NARASHINO. Phone: (0474)82-8515.

1928 Soybean Saponine (Japan). Wants soybean Saponine for health food, 1,500 kgs. Samples and specific information required. Packed in appropriate containers for institutional use. Immediate delivery by air and/or surface shipment. Quotations C&F Osaka (air shipment) and/or C&F Kobe (surface shipment). Bank ref: Daiwa Bank, Nishi-Ku Branch, Osaka. CONTACT: Tsuyoshi Furukawa, Yayoi Co., Ltd., c/o Koga Bldg., 65-3, Bingo-Machi 2-Chome, Higashi-Ku, Osaka, Japan. Telex: 5225002 YAYOI J. Cable: YAYOICO, Osaka. Phone: (06) 201-0356/7.

1929 Pearl Barley (Japan). Wants Pearl barley (Hatu-Mugi in Japanese), 20 MT per month. Samples and specific information required. Appropriate packaging for institutional use. Immediate delivery by surface shipment. Quotes C&F. Bank ref: Faiichi Kangyo Bank, Shimbashi Branch, Tokyo. CONTACT: Toru Katsumura, Director, Kyokuto International Corp., c/o Kowa No. 35 Bldg., 14-14 Akasaka, 1-Chome, Minato-Ku, Tokyo, Japan. Telex: 242-7467 KYOKUT J. Phone: (03)588-5288.

1930 Figs (France). Wants fresh figs 2-3 tons, first quality, packed in cartons. Delivery ASAP. Labelling in English or French. Quotations CIF Le Havre. Bank ref: Banco Espanol, Rungis M.I.N. CONTACT: Patrice Bardin, Ets. Aliberti, Bat. B.2 61A. R. D'Agen, Fruleg 623-94611 Rungis Cedex, France. Telex: 201 738 F. Phone: (1) 687.99-20.

1931 Garlic seed (Costa Rica). Wants garlic seed (Botanical seeds), enough to plant 50 square meters with each variety, 80% germination or more, free of diseases & treated with fungicides & insecticides. Packed in cans or plastic bags, for delivery January 1983. Phytosanitary certificate from country of origin required. These varieties will be tested before making commercial purchases. For this reason importer wants to purchase enough to plant in area 50 square meters for each variety sent. Exporter can calculate quantity necessary. Quote FOB. Bank ref: Marine Midland Bank, Miami. CONTACT: Jose Antonio Madriz, Cafesa, P.O. Box 4588, San Jose, Costa Rica. TELEX: 2104 CAFESA. Cable: CAFESA. Phone: 32-22-55.

1932 Rice (France). Wants rice containers of 20 tons composed of cartons for selling groceries. No more than 25-35% broken rice, packed in cartons or bags of one kilogram, packed in cartons of 20 or 30 kgs. Delivery ASAP. French labeling on the cartons if possible. Quotations CIF Douala, Cameroon. Bank ref: B.I.A.O. Douala. CONTACT: Mr. Plasse, French Rep., Saari, 4, Rue De Bretagne, 78140 Velizy-villacoublay, France. TELEX: 696911 BERKVEN. Phone: (3) 946 38 22.

1933 Rice (France). Wants long grain rice, 2,000 tons, maximum broken 4%, packed in bags of one kilogram and cartons of 30 bags. Delivery 30 days after order date. Labeling preferably in French. Quotes CIF West African ports. Bank ref: Credit Lyonnais 55, Champs Flysees, 75008 Paris. CONTACT: Emmanuel Boh, Gen. Mgr., Caminex International, 3, Avenue Charles De Gaulle, 94470 Boissy-Saint-Leger, France. TELEX: 203 300F PUBLIBOISSY. Phone: 569 20 24.

1934 Strawberries (France). Wants fresh strawberries, 2/3 tons, first quality. Packed in cartons or packages, for delivery ASAP. Labeling in English or French. Quotations CIF Le Havre. Bank ref: Banoc Espanol - Rungis M.I.N., 24 Rue De La Tour, Rungis. CONTACT: Patrice Bardin, ETS. Aliberti, Bat. B.2 - 61A Rue D'Agen, Fruleg 623 - 94611 Rungis, Cedex, France. TELEX: 201 738F. Phone: (1) 687 99 20.

1935 Greenbeans (France). Want fresh greenbeans, 2/3 tons, first quality. Packed in cartons or packages, for delivery ASAP. Labeling in English or French. Quotations CIF Le Havre. Bank ref: Banco Espanol, 24 Rue De La Tour, 94150 Rungis Cedex. CONTACT: Patrice Bardin, ETS. Alberti, Bat. B.2 - 61A, Rue D'Agen, Fruleg 623, 94611 Rungis, Cedex, France. TELEX: 201 738F. Phone: (1) 687 99 20.

1936 Pigeon breeder stock (Hong Kong). Wants pigeon breeder, parent stock, 1,000 to 5,000 Paris, 1st & average quality. Export packing. Delivery ASAP. Quotations CIF Hong Kong. Bank ref: Chekiang First Bank. CONTACT: Chan Pak-Sun, Universal Pharm. Laboratory Ltd., 21, E'Aguilar St., Hong Kong. TELEX: 83085 UNILB. Phone: 5-265687.

1937 Corn (Hong Kong). Wants yellow corn, 20,000 mt, 1st, 2nd & 3rd grade, packaged in gunny bags. Delivery ASAP. Quotations CIF Whampo, China. Bank ref: Overseas Trust Bank. CONTACT: Siu Hau Shun, S.P.D. International Inc., Room 1701 Cameron Commercial Bldg., 458-468 Hennessy Road, Wanchai, Hong Kong. TELEX: 64106 SPDI HX. Phone: 5-8921007 or 5-8921385.

1938 Health food products (W. Germany). Want unspecified quantities of wheat germ oil, wheat germ, Indian corn germ, and cereal bars (snack type). Packaging in bulk. Quotations CIF European ports. Firm was established 1952, employs 27. Supplies health food stores throughout Germany. Also manufacturers of health food products in Germany. Bank ref: Landeszentralbank, Unter Sachsenhausen 1, 5000 Koeln 1. CONTACT: Mr. Puellem, Dr. Ritter GMBH & Co., Siegburger Str. 189-191, 5000 Koeln 21, W. Germany. TELEX: 8873307. Phone: 221-82791.

1939 Safflower oil (W. Germany). Wants unspecified quantities of safflower oil. Packaging in bulk. Quotations CIF European port. Firm was established in 1954, employs 15. Annual sales DM 8 million. Bank ref: Bank Fuer Gemeinwirtschaft, Domkloster 3, 5000 Koeln 1. CONTACT: H. Verpoorten, Hans Bischoff GMBH, Hauptstr. 108, 5000 Koeln 50, W. Germany. TELEX: 8883468. Phone: 221-393041.

1940 Food items (Canada). Well established international firm wants contact with U.S. suppliers for a wide variety of food items including rice, spices, canned fruits and vegetables, spagetti, peanut butter, pie fillings, nuts, flour mixes, confectionery items, etc. Supplies needed to fill export orders

which firm receives on on-going basis. Send particulars on your product line. CONTACT: C.N. Burns, President, Aquarian Industries Int'l Ltd., 301-170 Hargrove Street, Winnipeg, Manitoba, Canada R3C 3H4. TELEX: 07-55752 QUARIAN W P G. Phone: (204) 942-7449.

1941 Peanuts (Algeria). Tender w/deadline Dec 24, '82 at 18:00 Algerian hrs for 12,000 mt shelled peanuts, 12,000 mt unshelled peanuts, new crop. Valid 60 days past deadline. Shelled: 2/3 of uniform color grain, without exterior material, parasite or mold free, .015 parts per million aflatoxin rate; unshelled: 4% max moisture, w/out exterior material, parasite & larva free; .020 parts per million max aflatoxin rate. Packaged new jute double bags for maritime transport. Priced by net mt FOB w/shipment port & C&F liner terms Algerian ports. Contact FAS/EPD on (202) 447-7103 for more info. CONTACT: ONACO, 29, Rue Larbi Ben M'Hidi, Algiers, Algeria. TELEX: 53236, 52850, 52851. Cable: ONACO DZ. Phone: 64 02 75, 64 02 77.

1942-1943 Agar Agar powder, biscuits, canned foods (Singapore). Wishes to contact U.S. suppliers of Agar Agar powder and strips, mesh 100; biscuits; canned meats, fruits & vegetables. Standard packaging for prompt delivery. Quotations C&F Singapore. Bank ref: Asia Commercial Bank, North Bridge Road, Singapore. CONTACT: Eddie Chee Keong Sng, Jim-Willie Trading Co. PTE Ltd, 5J, Asia Insurance Bldg., Finlayson Green, Singapore 0104. TELEX: RS 36767 FARGO. Phone: 2242598, 2243761.

1944 Beef (Austria). Wants beef, fresh - tenderloin, sirloin, T-Bone, 500 kg per annum to start with, in 100 kg part shipments, top quality. Delivery ASAP. Quotations CIF. Bank ref: CA-Bankverein, Schotteng. 6-8, A-1010 Wien. CONTACT: Manfred Schneider, Imperial Hotels Austria, Mahlerstr. 6, A-1010 Wien, Austria. TELEX: 112907 VOEHOA. Phone: 52 86 93/731.

1945 Raisins (Japan). Wants raisins - "natural seedless Thompson", one container load. Samples and specific information required. Packed in appropriate carton boxes, 30 lbs to a box for institutional use. Immediate delivery by surface shipment. Quotations C&F. Bank ref: Daiichi Kangyo Bank, Matsumoto Branch, Nagano-Ken. CONTACT: Tomio Akabane, Rep. Dir., Merit Bussan Co., Ltd., 50-GO, 1, Takamiya Naka, Matsumoto-Shi, Nagano-Ken, Japan. TELEX: 3342-357 MERIT J. Cable: MERIT MATSUMOTO. Phone: (0263) 26-4831.

1946 White navy beans (Canada). Wants white navy beans, 60,000 to 100,000 pounds, packaged in bulk, in bags of 100 lbs. Delivery ASAP. Quotations FOB origin. Bank ref: on request. CONTACT: H. Trottier, H. Trottier Food Brokers, R.R. #2, Moose Creek, Ontario, Canada. Phone: (613) 521-9674.

1947 Soybeans (Israel). Wants soybeans, 40,000 mt, No. 2, in bulk. Delivery March 1983. Quotations FOB U.S. port. Bank ref: Bank Leumi and Bank Hapoalim - Haifa Branches. CONTACT: Hanan Schiffer, Moshavei Hazafon, 5 Pal-Yam Street, Haifa, Israel. TELEX: 46400 BXHAIL EXT. 8957. Phone: (04) 670583.

1948-1949 Fruit and vegetable seeds and seedlings (Somalia). Interested in importing following seedlings: 50,000 orange, 50,000 lemon, 40,000 grape for Sept.-Oct. '83 delivery. The Somali Co also wants to buy 2 tons of tomato

seeds, 2 tons-cauliflower seeds, 500 kilos-lettuce seeds, 100 kilos-eggplant seeds, and 500 kilos-parsley seed for delivery before July '83. Packed: small cans, 1 lb or 1 kilo. Quotations FOB or C&F port of Berbera, Somalia. Bank ref: Somalian National Bank, General Daoud Street, Mogadishu, Somalia. CONTACT: Jamal Ziad Ali, Jamal Corporation, P.O. Box 130, Mogadishu, Somalia. TELEX: 39200 SU MA. Phone: 22925.

1951
1953 Rice, sugar, flour (Switzerland). Wishes to contact U.S. supliers of rice, all grades; sugar, and bread flour, from 500-10,000 mt. All products in 50 kg. bags. Delivery from January-June 1983. U.S. dols FOB, C&F W. African ports and Middle East. CONTACT: Regimpex Enterprise, P.O. Box 53, 1224 Geneva, Switzerland. TELEX: 23226 REGI. Phone: 022-49 82 33 or 022-49 54 67.

1954 Butter (W. Germany). Wishes to contact U.S. suppliers of U.S. butter, 10,000 mt. Quality to be negotiated. Packaging to be negotiated, bulk or packed in metric weights German style. Delivery during period March through September 1983. Bank ref: Bank Fuer Gemeinwirtschaft, Am Klingerberg, 2400 Luebeck 1. Bank telephone No. 0451-1331, c/o Mr. Dietrich. CONTACT: Hans Ratzeburg, Rapsacker 6, 2400 Luebeck 1, W. Germany. Phone: 0451-895044. TELEX: 026242.

1955 Tallow (Iran). Sabahi Enterprises wishes to contact U.S. producers of tallow, top quality. Additional information will be provided by company. Bank ref: Bank Melli; Bazar, Tehran; Bank Saderat Bazar, Tehran and Bank Mellat, Vessal-Shirazi, Tehran. CONTACT: Farhad Sepehri, Import Mgr., Sabahi Enterprises, Ltd., No. 22, 2nd Street, Koohenoor, Motahari (Takhtetavoos), Tehran, Iran. TELEX: 213001 & 212876 SERV IR ATTN: SABAHI. Phone: Central off. 629629. Bazar off. 522786. Cable: SABAHI.

Foreign Trade Development

Agricultural fair, Verona, Italy. The Foreign Agricultural Service of the U.S. Department of Agriculture will participate in the International Agricultural Fair to be held in Verona, Italy during the period March 12-20, 1983. If you wish to be officially represented in the USDA pavilion at this show, you are requested to call Mr. Gordon Nicks, Export Promotion Division, Foreign Agricultural Service, no later than December 20, 1982. Gordon's number is (202) 475-3419.

The NASDA National Food and Agriculture Exposition

PROGRAM SCHEDULE

May 18th — 8:30 - 9:45 a.m.

Seminar 1 — Room 300
"CHALLENGES FACED BY U.S. SELLERS OF PROCESSED FOODS"
Areas of discussion: Trade barriers, U.S. legislation affecting exports, quality control, and protectionism.
Speaker: Mr. Eric Joiner, V.P. and Director of Sales, AJC International, Inc.

Seminar 2 — Room 301
"CHALLENGES FACED BY OVERSEAS BUYERS OF PROCESSED FOODS"
Areas of discussion: Trade barriers, sales terms, adaptability of U.S. products, company representation abroad, cultural and attitudinal issues.
Speaker: Mr. Don W. Sands, Executive V.P., Gold Kist, Inc.

May 19th — 8:30 - 9:45 a.m.

Seminar 3 — Room 300
"FUTURE TRENDS IN FOOD PROCESSING TECHNOLOGY"
Areas of discussion: State-of-the-art in food processing technology, future developments, global markets, and world competitors.
Speaker: Dr. Theodore P. Labuza, Professor of Food Science and Nutrition, University of Minnesota.

Seminar 4 — Room 301
"PROCESSED FOOD DISTRIBUTION IN THE U.S."
Areas of discussion: Supermarket activities, merchandising, promotion, food storage, and distribution.
Speaker: Mr. Eugene W. Griner, Director of Business Information Services, Small Business Development Center.

The Speakers

Mr. Eric J. Joiner, Vice President and Director of Sales for AJC International, Inc. Mr. Joiner's responsibilities include directing AJC's trading activities in food commodities and sales into sixty countries. He has been involved in international food and processed food sales for over 10 years. He is a member of the American Meat Institute, National Fisheries Institute, and North American Meat Exporters Association.

Mr. Don W. Sands, Executive Vice President for Gold Kist, Inc., is a recognized authority on domestic and international trade in agricultural commodities. Mr. Sands serves on the USDA Agricultural Policy Advisory Committee for Trade Negotiations and the Subsidy Countervailing Duties Group. He has served in executive capacities with the National Peanut Council, the National Council of Farmer Co-operatives, and serves as a board member on several agricultural commodity companies.

Dr. Theodore P. Labuza is Professor of Food Science and Nutrition at the University of Minnesota. Dr. Labuza is the author of over 120 scientific articles, and 4 books. He has 4 patents in food technology and nutrition. He was a board member of the Food and Drug Law Institute, and a former National Program Chairman of the Institute for Food Technologists. He also serves as a consultant to major companies in the food industry.

Mr. Eugene W. Griner, Director of Business Information Services, Small Business Development Center, was a former Division Vice President of the Kroger Company. He has 20 years experience in distribution and merchandising of food products, and has served on the Southeastern Federal Regional Council and Secretary's Committee on Consumer Affairs. He is an expert in food distribution and merchandising systems in the United States.

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